

THE
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A JOURNAL
SPECIALLY DEVOTED TO THE INTERESTS OF THE

BOOK AND STATIONERY TRADE.

[With which is incorporated the American Literary Gazette and Publishers' Circular, established 1852.]

F. LEYPOLDT, EDITOR AND PUBLISHER, 37 PARK ROW, NEW YORK.

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NOTES IN SEASON.

HAVING scarcely any home items for "Notes in Season," we must be comforted with material from abroad, which to-day so well fits in here as if it had been written at 37 Park Row. Says our friend, *Perry's Illustrated Price Current*, in its July market report:

"London has not known so dull a season for ten years. This statement is made on all sides, in many ways, and by all classes. . . . The dullness of the literary world may be imagined from one fact. The *Athenæum* the other week had not one literary announcement worth naming. Authors are living on the sales of their old books. Even Tupper cannot foist a new work on the publishers, and "Baron" Grant, whom the world thought could plant anything on the market, could not keep the *Echo* going. And worse than all, we find it reported that the *London and Country Illustrated Newspaper*, a wonderful production for the money, is in liquidation. The paper trade, of course, continues to feel the depression existing in all the staple trades of the kingdom. Less and less animation, with a general drooping tendency, has been and is still the chief feature of the trade. And this statement applies to nearly all branches of the paper trade; even the requirements of H.M.S. office have lately been but small in comparison with those of other periods."

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CENTENNIAL NOTES.

IN our description of the book and stationery departments at the Exposition, the very creditable display of Lockwood, Brooks & Co., 381 Washington street, Boston, was by inadvertence overlooked. They make a very attractive exhibit in the chemical department, in a case eight feet long, six feet high, and three feet deep, in which are tastefully arranged samples of their various manufactures. Noticeable among these is their Congress Mucilage in various styles of packages, and claimed by them to be the best of its kind in the market. Even their Government Mucilage, which is much cheaper than the Congress, is recommended as uniform and superior to ordinary mucilage. Their display of colored and copying inks is quite extensive, and they claim many advantages for them, especially for the Irving and violet. They also have a very desirable copying ink for railroad and express use. In addition to this exhibit the firm has furnished gratuitously to the Massachusetts building a very tasteful polished black-walnut bookcase of their own manufacture. It is of the Eastlake pattern, and is so constructed that it can be taken apart in a moment and packed in a very small compass. It is somewhat over five feet in height and nearly the same in width, and is filled with the various publications of the firm. On the table in the Governor's Room are the neat little Harvard book-racks filled with many valuable books, thus showing them to great advantage.

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July 29, 1876.

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- Abbott.**—Latin Prose through English Idiom. Rules and Exercises on Latin Prose Composition. By the Rev. Edwin A. Abbott, D.D., Head Master of the City of London School. 18°, pp. 192. \$1. *Allyn.*
- American Reports.** See United States.
- Bacon.**—The Works of Francis Bacon, Lord Chancellor of England. With a Life of the Author by Basil Montagu, Esquire. *New and complete ed.* 3 vols. Sup. roy. 8°. \$15. *M. Murphy.*
- Baker.**—The Widow Seymour. A Story for Youth and Age. By William E. S. Baker. 12°, pp. 632. \$1.50. *Wagonseller.*
- **Bartlett.**—Genealogical and Biographical Sketches of the Bartlett Family in England and America. By Levi Bartlett, of Warner, N. H. 1875-6. 8°, pp. 114. \$2; pap., \$1.50. *Lawrence. [Levi Bartlett.]*
- Campbell and Abbott.** See Sophocles.
- Champion Novels.** No. 34. Sure Shot; or, The Wild Roving Ranger. By Capt. McKeen. 16°, pp. 100. Pap., 10 c. *DeWitt.*
- Champlin, J. T.** See Tacitus.
- **Colorado.**—Reports of Cases at Law and in Chancery determined in the Supreme Court of Colorado Territory to the Present Time. By Moses Hallett. Vol. 2. 8°. Shp., \$10. *Denver. [Richards & Co.]*
- Curtis and Bourne.**—Centennial School Singer; or, Songs of Patriotism and Peace. By Henry Curtis and Oliver Bourne. Obl. 12°, pp. 128. Bds., 40 c. *Biglow & M.*
- Dale.**—A Study of the Rhaetic Strata of the Val di Lerdo in the Southern Tyrol. By T. Nelson Dale, Jr. With 1 colored map, 8 plates and wood-cuts. 8°, pp. 69. \$1.75. *Westermann.*
- DeWitt's Acting Plays.** No. 108. The Twin Sisters. Comic Operetta, in one Act. Music selected from Le Cocq's "Giroflé-Girofla," and the Libretto written and invented by Alfred B. Sedgwick;—109. The Captain of the Watch. A Comedietta, in one Act. By J. R. Planche;—200. Estranged. An Operetta, in one Act. Adapted and selected by Alfred B. Sedgwick;—202. Eileen Oge; or, Dark's the Hour before the Dawn. An Irish Drama, in four Acts. By Edmund Falconer. 16°. Ea., pap., 15 c. *DeWitt.*
- Ethiopian and Comic Drama. No. 91. The Painter's Apprentice. An Ethiopian Farce, in one Scene. By Frank Dumont;—92. The Polar Bear. An Ethiopian Farce, in one Scene. By Frank Dumont;—93. What shall I take? An Ethiopian Farce, in one Act. By Frank Dumont;—94. Julius the Snoozer; or, The Conspirators of Thompson Street. An Ethiopian Burlesque, in three Scenes. By Add Ryman;—95. Dutch Justice. A very laughable Sketch, in one Scene. By D. L. Morris. Arranged by Charles White;—96. The Midnight Intruder. An Ethiopian Farce, in one Scene. By Frank Dumont. Ea., pap., 15 c. *DeWitt.*
- School Dialogues. No. 1. Primary. 16°, pp. 90. Pap., 10 c. *DeWitt.*
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- Song and Joke Book Series. No. 216. Macdermott's Awfully Loose Songster;—217. Gus Williams' Jakey Woolfenstein Songster;—218. James Bradley's Budget of Irish Songs. Ea., 16°, pp. 60. Pap., 10 c. *DeWitt.*
- Dunlap.**—Abridgment of Elementary Law. Embracing the Subjects contained in a regular Law Course. 8°. Shp., \$3.75. *Soule, T. & W.*
- Emerson.**—Representative Men. Seven Lectures. By Ralph Waldo Emerson. *New and rev. ed.* [Little Classic ed., vol. 6.] Sq. 18°, pp. 231. \$1.50. *Osgood.*
- Flint.**—A Manual of Percussion and Auscultation; of the Physical Diagnosis of Diseases of the Lungs and Heart, and of Thoracic Aneurism. By Austin Flint, M.D., etc. 12°. \$1.75. *Lea.*
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- **Housekeeper's Friend (The):** A Practical Cook-Book, compiled by a Lady of Zanesville, and sold for the Benefit of the Home of the Friendless. 8°, pp. 117, interleaved. \$1.25. *Zanesville. [John Wiley & Sons.]*
- Indiana.**—Reports of Cases argued and determined in the Supreme Court of Judicature of Indiana. Vol. 50. By James Black, Reporter. 8°. Shp., \$5. *Indianapolis. [Merrill, H. & Co.]*
- *Johnson.**—Vanity of Human Wishes. Edited, with Notes, by E. J. Payne, M.A. Pap., 15 c. *Macmillan.*
- Johnson.**—Two Fortune-Seekers, and other Stories. By Rositer Johnson and other popular Writers. 16°. \$1.50. *Lothrop.*
- Levenson.**—Common-Sense; or, First Steps in Political Economy. For Intermediate, Grammar, and Normal Schools. By M. R. Levenson, Dr. Ph., A.M., author of "American System of Education," etc. 12°, pp. 225. \$1.25. *Authors' Pub. Co.*
- Mahaffy.**—Old Greek Life. By J. P. Mahaffy, A.M. (History Primers.) 18°, pp. 101. 50 c. *Appleton.*
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- Missouri.**—Reports of Cases in the Supreme Court of Missouri. By T. A. Post, Reporter. Vol. 60. 8°. Shp., \$4.50. *Gilbert.*
- Montagu, B.** See Bacon.
- Murray.**—A Popular History of the Catholic Church in the United States. By John O'Kane Murray, B.S. 8°, pp. 619. \$2.50 and \$3.50. *Sadlier.*
- Nevada.**—Reports of Cases determined in the Supreme Court of Nevada. Vol. 10. Bicknell and Hawley's. 8°. Shp., \$4. *Bancroft.*
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- New York.**—Reports of Cases decided in the Court of Appeals of the State of New York. With Notes, References, and Index. By H. E. Sickels, Counsellor-at-Law. Vols. 15 and 16. New York State Reports, vols. 60 and 61. 8°. Shp., per v., \$2.50. *A. B. Banks.*
- Revised Statutes, as altered by subsequent Legislation, to 1875. *Sixth ed.* 3 vols. Roy. 8°. Shp., \$18. *Banks & Bros.*
- Supreme Court Reports of the State of New York. Vol. 13 and 14. By Marcus T. Hun, vols. 6 and 7. 8°. Shp., per v., \$2.50. *Banks & Bros.*
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 Westcott, T. (235), Centennial Portfolio, \$3.50, \$4.50, \$7,
 and \$10; *Artists' ed.*, \$20;—Same, in 7 parts, per pt.,
 pap., 50 c..... *Hunter.*
 Whist, How to Play at. See Campbell-Walker, A.
 White Mountains Guide. See Eastman, S. C.
 Winthrop, T. (234), Edwin Brothertoft;—Life in the
 Open Air (*Leisure Hour Series*), ea., \$1.25..... *Holt.*
 Women's Secrets. See Capsadell, L.
 Wright, J. McN. (234), Patriot and Tory, \$2.25 and \$2.75.
 Jones.
 Wyman, E. A. (234), Acquaintance with God, \$1.35.
 Bryan.
 Yonge, C. M. (237), Scripture Readings, 4th Series, The
 Gospel Times, \$1.50..... *Macmillan.*
 York Co. (237), Hist. of Congr. Churches in York Co.,
 Me., pap., 75 c..... *Hoyt, F. & D.*

RECENT ENGLISH PUBLICATIONS.

- Browne, E. A.—How to Use the Ophthalmoscope. Cr.
 8°. Trübner & Co..... 3s. 6d.
 Cooper, W. B.—Archaic Dictionary, Biographical,
 Historical, etc. 8°. Bagster..... 15s.
 Danson, J. T.—Thirteen Short Lectures on Political
 Economy of Daily Life. Cr. 8°. Young..... 5s.
 Dates and Data relating to Religious Anthropology and
 Biblical Archaeology. 8°. Trübner & Co..... 5s.
 Evans, Arthur J.—Through Bosnia and the Herzego-
 vina during the Insurrection. 8°. Longman & Co. 18s.
 Fairbairn, A. M.—Studies in the Philosophy of Reli-
 gion: A History. Cr. 8°. Strahan & Co..... 9s.
 Haas, Dr. E.—Catalogue of Sanskrit and Pali Books in
 the British Museum. 4°. Trübner & Co..... 21s.
 Hunter, W. A.—Systematic and Historical Exposition
 of Roman Law. 8°. Maxwell & Sons..... 32s. 6d.
 Lennox, Lord Wm. Pitt.—Coaching, with Anecdotes
 of the Road. 8°. Hurst & Blackett..... 15s.
 Lytton, Robert, Lord.—Fables in Song. Vol. 1. Cr.
 8°. Chapman & Hall..... 6s.
 Mignaty, Margaret Albana.—Sketches of the Histo-
 rical Past of Italy. 8°. Bentley & Son..... 16s.
 Old Words and Modern Meanings. Edited by T. W.
 Greene. 12°. Longman & Co..... 6s.
 Parallel Gospels, in Four Collateral Columns, forming
 one continuous Gospel. 4°. Longman & Co..... 7s. 6d.
 Parallel Gospels, Analysis of. Collated by Edward Sal-
 mon. 4°. Longman & Co..... 6s. 6d.
 Purdy, William.—The City Life, its Trade and Fi-
 nance. Cr. 8°. Low & Co..... 7s. 6d.
 Records of the Gupta Dynasty. By Edward Thomas.
 Imp. 4°. Trübner..... 14s.
 Sharp, J.—Micah. A new Translation. With Notes for
 English Readers and Hebrew Students. Cr. 8°. Hall &
 1st Son..... 5s.
 Skelton, P.—The Comedy of Noctes Ambrosianæ of
 Christopher North. Cr. 8°. Blackwood & Sons. 7s. 6d.
 Slagg, Charles.—Sanitary Work in the smaller Towns
 and Villages. Cr. 8°. Lockwood & Co..... 5s.
 Tables of Compound Interest between $\frac{3}{4}$ and 10 per cent.
 By Lieut.-Col. Oakes. Roy. 8°. Sayton..... 21s.
 Taylor, Jeremy.—Selections from the Works of. By
 Henry Jenkins. Cr. 8°. J. Blackwood & Co..... 5s.
 Thorburn, S. S.—Bannú; or, Our Afghan Frontier. 8°.
 Trübner & Co..... 18s.
 White, Walter.—Holidays in Tyrol. 8°. Chapman
 & Hall..... 14s.

THE Trade-List Annual for 1876 is now ready, fully three months earlier than last year, and copies are being delivered according to date of orders received. Subscribers who have not yet given their directions for despatch, are requested to do so at an early date.

THE first volume of the long-promised "Dictionary of Christian Biography and Doctrine, from the times of the Apostles to the Age of Charlemagne," edited by Dr. William Smith and Prof. Wace, will be issued shortly by Murray, London.

J. O. SMITH & SONS, New York, have now ready their new Scholar's Companion, which is one of the neatest and most convenient children's articles in use. It has all the articles used by a child at school conveniently packed, and doubtless a very extensive sale can be looked for. A cut illustrating it can be seen in accompanying advertisement.

APROPOS of "Sword and Trowel," writes "An old English Bookseller," "Soap and Towel" is the *soubriquet* by which Mr. Spurgeon's magazine has long been known to the English trade.

The Publishers' Weekly.

AUGUST 5, 1876.

PUBLISHERS are requested to furnish title-page proofs and advance information of books forthcoming, both for entry in the lists and for descriptive mention. An early copy of each book published should be forwarded, to insure correctness in the final entry and for notice in "Books Received."

The trade are invited to send "Communications" to the editor on any topic of interest to the trade, and as to which an interchange of opinion is desirable. Also, matter for "Notes and Queries." Notes from librarians will also be gratefully received.

In case of business changes, notification or card should be immediately sent to this office for entry under "Business Notes." New catalogues issued will also be mentioned when forwarded.

THE RETAIL-PRICE QUESTION.

THE question of the reduction of the retail prices as a means of bringing about a more healthy state of trade is at present the question uppermost. It is over and over again to be regretted that the Convention did not call out a full discussion on this point. In the absence of such discussion, it seems to us that the trade should express their opinion *pro* and *con* by letters in the trade journals. The question can be decided only on the basis of real facts, and not of theories; but this does not mean that we must always do what we have been doing, and take no new steps.

There is no doubt but that the bookseller, of all tradesmen, needs a large margin of profit to enable him to make his fair living. It is impossible to buy so closely that there shall not be some loss on dead stock. The dealer who is enterprising must order many new publications which may fall dead upon the market. He is also subject to considerable loss by "wear and tear"—the waste of the books on his shelves and other deteriorations of stock. His expenses are also exceptionally large, for a bookstore to preserve its character must be in all respects one of the best appointed in its locality. Now all this can not be covered by any small margin of ten per cent, which in many trades may be ample to cover all these items and leave a profit besides.

But the question is not as to the theoretical margin. The point is how much profit the dealer actually gets on his books. If he gets forty off and gives twenty, he is certainly making less money than if he gets but twenty-five off and sells at the retail price. It is on this point that this retail-price question, so far as the trade is concerned, really turns. The retailer certainly can not do with less than twenty per cent profit, and he should make the full twenty-five at least. Will reduced prices help him to do this? That is the question.

It has been our belief that it will, and yet there are many wise dealers who take another

view of the question. It is undoubtedly true that when discounts have been abnormal, prices have been demoralized in proportion, and the break-down in English stock and juvenile-books has deteriorated the value of the stock on the other shelves. This great margin has given the underseller his opportunity, and the bookseller has too often felt obliged to run down his prices also until he has not left himself even the ten or fifteen per cent, which represents his running expenses. It is said that reduced prices will not prevent underselling. It may not entirely, but it certainly will take away that immense margin which has heretofore given the underseller his hold upon the public. With a discount of twenty-five per cent the underseller can not make the appreciable difference that will throng his store with customers and will leave the regular bookstore empty; and should he cut prices on such discounts as these, he makes confession of such commercial unsoundness that he will, by all laws, lose his trade with the publishers. These are some of the reasons which have led us to believe that a reduction in the retail prices would not only conciliate the public, but would prove an actual benefit to the retailer. Let us give up at once the notion that five or ten or twenty per cent discount is the regular thing in retailing books—that books can not, in short, be retailed without them. This is where too much of the specious reasoning finds its foundation: the absurd position that a retailer is to give twenty per cent when he gets but twenty-five. But the whole question is too large a one for us to argue all at once. The better way is for the trade, while the season is dull, to express their views in communications for the benefit of one another, so that when the busy season sets in, the publishers will have some basis for action or non-action.

WE print herewith a letter, worded perhaps rather strongly, presenting "the other side" on the Messrs. Osgood's recent reduction of prices. The Convention letter of Martin Taylor, printed in the Convention number, seems intended to bear upon the same point. It was certainly not our understanding of the announcement of this house that they would reduce the discount on their other lines of books, on which retail prices were not reduced. The success of reduction as a measure of reform depends of course upon a simultaneous lowering of the price advertised to the public, and a stiffening up of discounts so that the nominal price becomes the real one. Neither produces the effect without the other, and the bookseller can hardly be pleased, if this construction is the

right one, at having to pay more for his books in a falling market.

At the same time it must not be forgotten that, though this criticism may be fair upon the older lines of books on which retail prices have not been reduced, this house has of late issued several lines against whose price nothing can be said by the most economical. There are few books to be had anywhere cheaper than the Household Poets at \$2, or the Centennial at \$1. We are also informed that the Messrs. Osgood for some considerable time past have been anticipating this change, and have based all new retail prices upon it, thus practically reducing their new publications in advance, and selling them temporarily too low at wholesale.

COMMUNICATIONS.

THE RECENT REDUCTION OF PRICES.

—, July 24, 1876.

To the Editor of the Publishers' Weekly:

"On July 1st James R. Osgood & Co. make a very extensive and important reduction in the retail prices of their books, reducing them to *ante bellum* figures. Other publishers will have to follow suit."

The above item, taken from the columns of a semi-religious paper of large circulation, speaks for itself. It is a matter of very grave doubt whether *this reduction* of retail prices so freely advertised by means of circulars and through the press, to say little of the lessening of the trade discount, will in any way be appreciated by the trade—that is, the retail part of it.

Such a curtailment of retail prices was heartily welcomed by us all. Weighted down as the valuable list of Osgood & Co. is with the names of the best selling books by the most popular of native American authors, it was a step in the right direction, and a most wise one. It had double force coming from a house with a prestige hardly equalled in the book trade, and famous, too, for the extreme high retail price at which most of the books made by them have been sold. It would do much to conciliate the public, whose faith in the reform movement was small. The discount to the trade was a matter of little interest; the main point was the retail price. No movement on the part of the publisher better calculated to gain the respect of the book-buyer, as well as the confidence of the retail dealer, had been thought of. The aonest dealer, determined to keep to his signed agreement with the Association despite the open contempt and total disregard of its meaning shown by some who had pledged themselves to keep from underselling, was buoyed up by hope. "The very thing needed," he exclaimed.

But getting beneath the words of Messrs. Osgood & Co.'s circular of the announcement of the great reduction, and fairly considering the selling qualities of the books that had been lowered, he was compelled to own that the whole thing amounted to nothing. No reduction had been made. It was simply taking advantage of the reform cry to raise the rates of discount. The defenceless retail dealer was made to accept a discount of twenty-five per

cent. His profit would be five per cent on a library order, a large margin out of which to pay clerk hire, store expenses, and rent. Speaking from a "retail" point of view, the writer—a retail bookseller in no small way of trade, doing business in one of the largest cities—must pronounce this movement of Messrs. Osgood & Co.'s a failure. As before said, the reduction is no reduction at all. Not a single important book has been reduced. To lower the prices of the "red line" poets to \$3.50 from \$4.50 is only putting them on a par with the "red line" series of books issued by rival houses. The "Sauntering" Series at the new price of \$1.25 is too high. D. Appleton & Co. or Roberts Bros. from the commencement, never rated their "red lines" higher than \$3.50, or books identical in get-up and shape to the "Saunterers" at more than a dollar or a dollar and a quarter. The old editions of Hawthorne and Emerson at \$2 per volume were always absurdly high. To reduce them now fifty cents per volume, when newer and handsomer editions of both authors are in the market, will do little to help us in relieving our shelves of the first. This peculiar method of reducing a list, advertised as it has been from Maine to California, must work mischief. The book-buyer is led to believe that all books have come down in price, and retires in disgust when he finds that the favorite volume he wanted to purchase is as high as ever. To attempt to give the opinion he now has of the publishers of books, together with the sellers of them, will occupy too much of your valuable space. If Messrs. Osgood & Co. had carried out their plan *to the letter*, without the aid of other publishers, they would have been deserving of much praise for their pluck. Large as their popularity and influence is, it is a matter of doubt whether they would have succeeded. The Appletons tried the plan a few years ago, and failed to gain others to their way of thinking. A general reduction in the prices of all books is absolutely needed to carry out the reform and make friends between the retail seller and the book-buyer. It can be done and will be done. To do it well a combination of the large houses is necessary. When such houses as Harper & Bros., Appleton & Co., Lippincott and Co., and Roberts Bros., and a few others, enter into an arrangement to reduce the prices of their publications, then, and not till then, shall we see it done to the satisfaction of the trade, the poor and the rich buyer, and the public libraries.

I have occupied, I fear, too much of your space. A passing word about that nuisance of the trade, the small publisher, will conclude this rigmarole. The most unsalable works are those issued by the small would-be publishers, who, as a class, seem destitute of ordinary common-sense in selecting the books they publish. They manage to exist merely on account of the ease with which they are able to work off small editions at enormous retail prices. To say that they command respect for the extraordinary talents that they possess, which lies in a single direction—only that of being able to force their wares upon the bookseller in spite of every opposition—is to give them little credit indeed. A combination of first-class publishers, such as I have proposed above, for the purpose of carrying out a general reduction in the retail prices of books, would at once rid the trade of those first-class nuisances, who could no longer exist

with books at proper prices. A larger number would to a certainty be sold, thereby benefiting the author, the publisher, and the bookseller.

A RETAIL SUFFERER.

BOOKS RECEIVED.

THE SCIENCE OF ARITHMETIC, by Edward Olney. (Sheldon & Co.) This arithmetic is designed for those who have already gone through a course of mathematics, but wish to train for a college course. Much will be found that is fresh and new in it, both in matter and method. It gives a comprehensive and philosophical view of arithmetical principles and processes, and a large amount of practical information on business arithmetic which will be found of great value. The method and manner of presenting the study is admirably adapted to training students to habits of clear and accurate thought. 12mo, cloth, \$1.50.

A SERIES OF FIRST LESSONS IN GREEK, by John Williams White, A.M. (Ginn Brothers.) The method upon which this work is constructed, which is rather peculiar, was developed by the author through a long course of instructing beginners in Greek. The verb is introduced at the very outset, and made with other parts of speech into sentences, as the object of the author is to give every facility from the start to the student in the expression of his thoughts. Each lesson has an exercise following it. The exercises have been taken mainly from the first four books of Xenophon's Anabasis. These are designed as a drill not only in forms but also in syntax. Twenty-five additional exercises on forms, to be taken by way of review, will be found at the end. The vocabularies, both special and general, have been made with great care. 12mo, cloth, \$1.25.

GENEALOGICAL AND BIOGRAPHICAL SKETCHES OF THE BARTLETT FAMILY IN ENGLAND AND AMERICA, by Levi Bartlett. (Levi Bartlett, publisher.) The title of this work speaks for itself. It is from the pen of Mr. Levi Bartlett, of Warner, N.H., a gentleman who for more than thirty years has contributed to the leading agricultural papers of the country. The work is ably written, and carries back the family history for some eight centuries. Copies can be had of the author. Cloth, \$1.50; paper, \$1.25.

THE HOUSEKEEPER'S FRIEND. (John Wiley & Sons.) The above book was compiled by a lady of Zanesville for the benefit of the "Home of the Friendless," Zanesville, Ohio. The proceeds derived from its sale will be applied to the above very charitable and deserving institution. The work is a collection of receipts for cooking, etc., and is eminently practical and useful. It is substantially bound in oilcloth. 12mo, \$1.25.

THE WIDOW SEYMOUR, by William E.S. Baker. (J. A. Wagenseller.) This is called on the title-page a story for "youth and age," and seems really adapted to the reading of the old folks as well as the young. It is very moral in tone, and strictly evangelical in its teachings. It is full of humor and incident, the scene of it being laid partly in Philadelphia and partly in New York. A good book for the home circle

or the Sunday-school library. 12mo, cloth, \$1.50.

THEORY OF MEDICAL SCIENCE, by William R. Dunham, M.D. (James Campbell.) Dr. Dunham has written this little work to prove that the doctrine of a latent and inherent power in *materia medica* and poisons is all a fallacy, and that the science of medicine is based on only one source of power—namely, the vital power. He asserts that a revolution in medical philosophy is inevitably resulting from the new explanations in the science his theory offers. 16mo, cloth, \$1.25.

WEBSTER'S YOUTHFUL SPEAKER. (Robert M. DeWitt.) A very choice collection of poems and pieces, suitable for declamation in school and academy exhibitions. Some of the best names of modern authors will be found in the table of contents. 16mo, boards.

WE have received from Martin Taylor, Buffalo, a set of Baker's "Brief System of Drawing," consisting of a complete drawing-book and five packages of drawing-models. This system of drawing has been taught in the public schools of Buffalo during the past six years with the most satisfactory results. It is thoroughly graded, economical, comprehensive, and scientific, and is adapted to all schools, both public and private. Each package contains full printed directions for drawing every figure in that series. Complete, \$1.50.

NEW MUSIC.

JOHN CHURCH & Co., Cincinnati, send us several pieces of campaign music. The "Banner of Tilden and Hendricks Quartette," words by J. H. James, Jr., music by J. A. Porter, 30 cents; "Hayes and Wheeler Grand March," for the piano, by M. Kuechnan, 30 cents; and "Tilden and Hendricks Reform (1876) Grand March," by C. Romeo, 30 cents.

THE latest issues of S. T. Gordon & Son, New York, are "Thoughts of Spring Waltz," by J. P. Reich, 40 cents; "American Exposition March" and "Lady Washington's Reception Waltz," by Dr. H. Th. Schultz, each 35 cents; and "Offenbachiana," potpourri on Offenbach's opera bouffes, \$1.

STATIONERY NOTES.

SLOTE, WOODMAN & Co., 119 and 121 William street, New York, have just completed their Adhesive Scrap-Book. The idea of this scrap-book emanated from the prolific brain of Samuel L. Clemens, better known as Mark Twain, who is the patentee. Each page of this book is carefully and evenly prepared with gummed lines, so that by simply moistening the space required for use, the scrap or article you wish to preserve firmly adheres. Between each leaf a sheet of oiled tissue-paper is inserted, and can be removed easily when the pages are in use. The object of thus interleaving the book is to avoid any possibility of the leaves sticking together in damp weather or in moist climates. This method of having the book gummed avoids the necessity of waiting for a rainy day to paste an accumulation of clippings, which requires so much labor as to be held in dread. Another inconvenience which is done away with is that half of the

time your mucilage-pot is found dry or you have none at all. These little inconveniences are very perplexing, and are completely done away with in the Mark Twain scrap-book which is always ready, and requires but a moment's time to insert what is needed. The books are made in various sizes and styles of binding, handsomely stamped and illuminated, and contain one hundred and fifty pages. The 10 x 12 size are in full cloth, and retail at \$2.75 each. They are manufactured and for sale to the trade by Slote, Woodman & Co., New York.

BOORUM & PEASE, New York, are making a very elegant and practical series of copy-books, called the "Proverb Series." These books are especially adapted for practice in penmanship, and are issued in three numbers. The style of No. 1 is an ordinary running hand; No. 2 is a lady's hand, and No. 3 is a large business hand. These books are sold as cheaply with the copies as the ordinary plain books of the same size.

ALFRED HOPCRAFT, formerly with B. & P. Lawrence, has connected himself with the well-known house of Baker, Pratt & Co., 142 and 144 Grand street, New York. He will make a trip through the States soon with a fine line of stationery and papers.

J. W. WILSON, manager for Geo. Winter, formerly 59 Maiden lane, has established his headquarters at 71 John street, with Belcher & Houghton.

VAN INGEN & SNYDER, 706 Chestnut street, Philadelphia, have just published a very complete map of the International Exhibition grounds. This map is handsomely engraved, and is the most correct in detail we have yet seen, as it shows every place of interest at a moment's glance. They retail at 50 cents.

SHAW & ALFRED, New York, are making up some new and very handsome styles of wedding-envelopes and note papers, which will be ready in about ten days. They have a new paper called the American Linen, which they claim to be equal to the Royal Irish Linen, and much cheaper.

BUSINESS is said to be very good in Newport, R. I. It is a good thing to have some people satisfied.

THE Commercial Travellers' Association of the State of New York (office at Syracuse) is said to have nineteen hundred and fifty-eight members. What a host of drummers!

EDWARD TODD & Co., New York, are having great success with their Centennial Pencils. They are a very neat and useful souvenir.

E. WALTER GILES, of the Esterbook Pen Co., New York, is now in the city, making arrangements to start on his trip through the West and South. He will start about the 10th of this month.

F. H. DUNKINSON has returned from a trip through the Eastern States. He reports trade quiet, but states that his Pure Irish Linen papers have met with great favor. This firm is getting up a very handsome papeterie in a sliding covered box in packet, commercial, and octavo sizes.

HENRY BAINBRIDGE & Co., 101 & 103 William street, New York, have been appointed sole agents for the Emerson File and Binder for New York.

SAMUEL RAYNOR & Co. will be represented on the road this season by Charles S. Plummer, who will have one of the largest lines, and at very low prices. Mr. Plummer will also display over fifty varieties of nickel, bronze, and verd inkstands, probably the most extensive line ever shown at one time on the road. Novelties in card stock, perforated board and mottoes, clips, black-board erasers (new pattern), pocket-books, etc., will also be displayed, and at the lowest prices direct from manufacturers. He starts on the war-path Saturday, August 5th, and expects to make an extensive tour South and West.

We are indebted to *Perry's Illustrated Price-Current* (London) for the following appreciative notice: "*The Stationers' Handbook* is a book which derives its title and idea from the English work of the same name, but nothing else, being in every respect a superior production. It is a *real* practical business guide for the use of retail stationers and booksellers, with alphabetical indexes of subjects, firms, and trade specialties. It is a most acceptable book of the kind, and has involved great trouble in the collection of materials, and contains some interesting matter; is well printed and capitally bound, and English stationers and booksellers would find it a volume full of information, and of ready reference, not only as to American stationery, but to stationery and bookselling in general."

PERSONAL NOTES.

A. MAXWELL has left for Bloomington, Ill.

ALEXANDER MCNIE has left for his home at Wisconsin, Minn.

H. A. SHAW, of Shaw & Alfred, New York, has gone to Europe. He will be absent for about a month, and make it a purely pleasure excursion.

IN TOWN.

H. J. Sneider, of Cincinnati, O.

Mr. Holmes, of Sneider & Holmes, St. Louis, Mo.

A. Maxwell, Bloomington, Ill.

E. C. Stewart, Chicago, Ill.

LITERARY AND TRADE NOTES.

MR. D. VAN NOSTRAND sends us a bound volume in cloth of his "Monthly Record of Scientific Literature," embracing twenty-five numbers, from May 15th, 1874, to June 15th, 1876. It is a capital idea to make a book of them, as they contain so much of permanent value and matter which scientific men wish constantly to refer to. The index is very complete, and adds materially to the value of the volume. \$1.

LONGFELLOW'S "Poems of Places" are postponed till fall. The first of the series, the four volumes devoted to England (and Wales), will be issued the last of September or first of October.

ESTES & LAURIAT propose to supplement Guizot's History of France with Henri Martin's from 1789; also to issue Guizot's England in the same elegant style as the France. All this by subscription.

LEE & SHEPARD will publish early in the fall a

book that may safely be commended the Californians and others who look with serious apprehensions on the "Mongolian immigration" to this country. This book contains "Some Observations upon the Civilization of the Western Barbarians, particularly of the English, made during a residence of some years in those parts, by Ah-Chin-Le, Mandarin of the First Class, Member of the Enlightened and Exalted Callao." It is translated into English by John Yester Smythe, Esq., of Shanghai. It treats the religion, history, government, education, literature, trade, art, amusements, employments, domestic and social customs, and other facts of English life, from the stand-point of a cultivated Chinaman, and the conclusion is far from flattering.

CONGRESS having delayed action on postal matters till the middle of July, H. O. Houghton & Co., Boston, have just issued an "Extra" sheet to accompany the July number of the "United States Official Postal Guide." It contains the circulars of the Postmaster-General relative to the reduction in rates of postage on third-class matter, and to lotteries and the recent Act of Congress against obscene mail matter.

Meldeblatt für neue Bücher is the title of a new monthly book-list, published by Wilhelm Münter, Leipsic. It proposes to record all new and forthcoming books, pamphlets, periodicals, maps, works of art, etc., partly with explanatory notes, and to add, for easy reference, a complete index of names and subjects. All

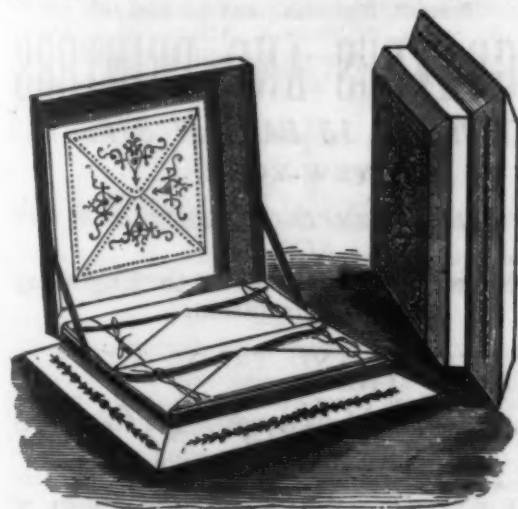
this for a little less than \$1 *per annum*—provided the publishers will support the enterprise and supply the material. A problematic future. We are anxious to see No. 2. No. 1 is well done, and we can not see who is to pay for the labor. We quote from the preface a few interesting items: "The Wagner literature is still on the increase. There are announced for this month: Nietzsche (Prof. Dr. Fr.), 'Richard Wagner in Bayreuth'; Glasnapp (Carl Fr.), Richard Wagner's 'Leben und Wirken,' and for end of August an official report of the Bayreuth musical performances, by La Mara."

THE growing popularity of Bret Harte in Germany may be judged from the fact that there are to appear almost simultaneously four different German translations of his new novel "Gabriel Conroy."

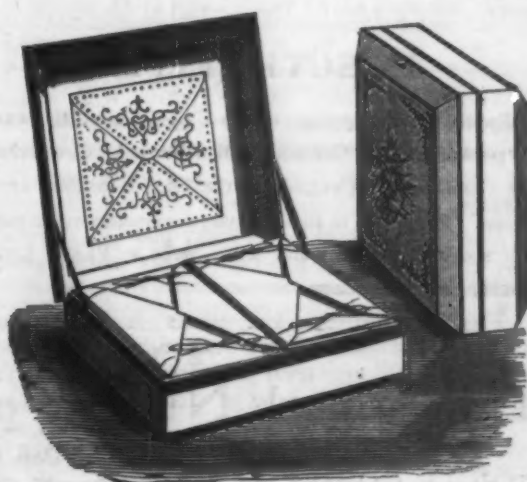
THE book containing the biography and autobiography of Elizabeth Evans, the alleged original of Dinah Morris in "Adam Bede," to be published by E. Moxon, Son & Co., is called "George Eliot in Derbyshire," and appears with the names Guy Roslyn and George Barnett Smith on the title-page. It contains a letter from George Eliot concerning her characters in "Adam Bede."

THE German-English series of almanacs, formerly published by King & Baird, Philadelphia, will in future be published by John P. Hunt, 29 South Ninth street, who has purchased the plates.

MORGAN ENVELOPE COMPANY, SPRINGFIELD, MASS.



Gainsborough Papeterie.



Brunswick Papeterie.

We take pleasure in calling the attention of the trade to our line of

PAPETERIES,

comprising over 100 STYLES, and adapted to all classes of the Notion and Stationery trade. We have in preparation for this season about FORTY NEW PAPETERIES, among which are ten decided novelties.

The cuts at the head of this column illustrate two entirely new patterns of boxes which will be produced in great variety of colors and ornamentation, and we shall aim to make these the most attractive Papeteries ever offered.

Our new styles since May last are as follows, namely:

Crest—Silver Threads—Metropolitan—Josephine—Clarence—Companion—Malmalson—Lancers—Toilet—Conservatory—Authors—Laurel.

The new styles which will be ready Aug. 1 are as follows, namely:

Mansard—Brunswick—Gainsborough—Cunard—Dagmar—Autocrat—Vienna—Mignon—Planet—Chesterfield—Canterbury—Westminster—Garland—Crown—Pelham—Apollo—Cottage—Opera—Exotic—Photograph—Beacon—Atlantic—Republic—Palisade—Vernal—Tropic—Spray—Graphic—Meridian—Compromise—Courier—Madison—Lyons.

We are the sole manufacturers of the following novelties, namely:

Morgan's Patent Reservoir Mucilage Stands, "Sunnyalde" and "Globe" Perforated Sermon and Manuscript Papers.

Also, "GLOBE MILLS," "PYRAMID MILLS," and "HOOSAC MILLS" Writing Papers, and ENVELOPES of all descriptions.

BOOKS WANTED.

CHASE & CASSIL, MT. VERNON, O.

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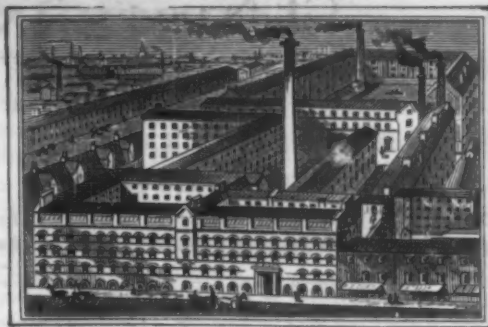
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